

## Sales Assignments

Week		Jersey City		North Jersey		Queens		Brooklyn		Manhattan		Yonkers		Nassau		Region	
7-Jun	Calls	118	30	103	26	283	47	251	36	174	29	315	35	290	32	1534	34
	Calls per Day	27	7	23	6	64	11	57	8	40	7	72	8	66	7	349	8
	Ctns Sold	8791	2198	4536	1134	11047	1841	6097	871	3500	583	9474	1053	9278	1031	52723	1172
	Ctns per Call	308	77	165	41	264	44	172	25	126	21	249	28	256	28	1540	34
14-Jun	Calls	92	23	82	21	338	56	307	44	397	66	455	51	329	37	2000	44
	Calls per Day	21	5	19	5	77	13	70	10	90	15	103	11	75	8	455	10
	Ctns Sold	3946	987	5424	1356	11617	1936	6810	973	1360	227	12299	1367	13822	1536	55278	1228
	Ctns per Call	127	32	234	58	206	34	158	23	24	4	241	27	354	39	1343	30
21-Jun	Calls	210	53	150	38	271	45	262	37	286	48	414	48	317	35	1910	42
	Calls per Day	48	12	34	9	62	10	60	9	65	11	94	10	72	8	434	10
	Ctns Sold	8928	2232	5491	1373	9732	1622	7781	1112	1864	311	11169	1241	11451	1272	56416	1254
	Ctns per Call	153	38	167	42	180	30	205	29	35	6	216	24	349	39	1305	29
28-Jun	Calls																
	Calls per Day																
	Ctns Sold																
	Ctns per Call																
June Totals	Calls																
	Calls per day																
	Ctns																
	Ctns per Call																
	Mon. Coverage																
	# monthly calls																
	# calls contacted																
	Retail Accounts																
Quarterly Totals	Calls																
	Calls per day																
	Ctns																
	Ctns per Call																
	Qtr Coverage																
	# Qtrly calls																
	Calls penetrated																

## Sales Assignments

51853 0843

Week Ending	Employee	Jersey City						North Jersey					
		Valderama	Dogali	Dabaghian	Martinez	Total	Average	Hasni	Kroll	Harrington	Cottrell	Total	Average
7-Jun	Calls	25	36	24	33	118	30	15	44	20	24	103	26
	Calls per Day	6	8	5	8	27	7	3	10	5	5	23	6
	Ctns Sold	3064	2775	1694	1258	8791	2198	545	2146	409	1436	4536	1134
	Ctns per Call	123	77	71	38	308	77	36	49	20	60	165	41
14-Jun	Calls	33	30		29	92	23	27	13	19	23	82	21
	Calls per Day	8	7		7	21	5	6	3	4	5	19	5
	Ctns Sold	1837	1596		513	3946	987	3089	384	552	1399	5424	1356
	Ctns per Call	56	53		18	127	32	114	30	29	61	234	58
21-Jun	Calls	41	45	106	18	210	53	22	46	44	38	150	38
	Calls per Day	9	10	24	4	48	12	5	10	10	9	34	9
	Ctns Sold	1826	1172	5360	570	8928	2232	1708	1717	519	1547	5491	1373
	Ctns per Call	45	26	51	32	153	38	78	37	12	41	167	42
28-Jun	Calls												
	Calls per Day					0	0					0	0
	Ctns Sold												
	Ctns per Call												
June Totals	Calls												
	Calls per day						0					0	0
	Ctns												
	Ctns per Call												
	Mon. Coverage												
	# monthly calls												
	# doors contact												
	Retail Accounts												
	Accts not Cont												
Quarterly Totals	Calls												
	Calls per day					0	0					0	0
	Ctns												
	Ctns per Call												
	Qtrly. Coverage												
	# Qtrly calls												
	Calls Penetrated												

## Sales Assignments

51853 0844

Week Ending	Employee	Brooklyn									Queens							
		Krivoshey	Colclough	Lipson	Many	Gray	Acevedo	Hansen	Total	Average	Radtke	Li	Fazio	Cruz	Perskin	Azzara	Total	Average
7-Jun	Calls	42	36	32	26	46	45	24	251	36	50	76	68	28	24	37	283	47
	Calls per Day	10	8	7	6	10	10	5	57	8	11	17	15	6	5	8	64	11
	Ctns Sold	1062	490	750	604	1026	1346	819	6097	871	3257	1217	2116	1310	1333	1814	11047	1841
	Ctns per Call	25	14	23	23	22	30	34	172	25	65	16	31	47	56	49	264	44
14-Jun	Calls	43	43	54	38	40	45	44	307	44	66	74	70	47	24	57	338	56
	Calls per Day	10	10	12	9	9	10	10	70	10	15	17	16	11	5	13	77	13
	Ctns Sold	817	1285	630	489	1621	1289	679	6810	973	3135	1691	2630	1865	744	1552	11617	1936
	Ctns per Call	19	30	12	13	41	29	15	158	23	48	23	38	40	31	27	206	34
21-Jun	Calls	40	41	40	44	50	26	21	262	37		68	68	49	18	68	271	45
	Calls per Day	9	9	9	10	11	6	5	60	9		15	15	11	4	15	62	10
	Ctns Sold	1359	1065	654	1516	1812	812	563	7781	1112		2230	2838	1423	710	2531	9732	1622
	Ctns per Call	34	26	16	34	36	31	27	205	29		33	42	29	39	37	180	30
28-Jun	Calls																	
	Calls per Day								0	0							0	0
	Ctns Sold																	
	Ctns per Call																	
June Totals	Calls																	
	Calls per day									0							0	0
	Ctns																	
	Ctns per Call																	
	Mon. Coverage																	
	# monthly calls																	
	# doors contact																	
	Retail Accounts																	
Quarterly Totals	Accts not Cont																	
	Calls																	
	Calls per day									0							0	0
	Ctns																	
	Ctns per Call																	
	Qtrly. Coverage																	
	# Qtrly calls																	
	Calls Penetrated																	

## Sales Assignments

51853 0845

Week Ending	Employee	Yonkers										Total	Average
		Haynes	Wendelke	King	O'Neil	Shilmoun	Defeo	Cosgrove	Santaniello	Frosina			
7-Jun	Calls	46	41	31	45	54		8	45	45	315	35	
	Calls per Day	10	9	7	10	12		2	10	10	72	8	
	Ctns Sold	970	1640	1211	626	1370		273	2782	602	9474	1053	
	Ctns per Call	21	40	39	14	25		34	62	13	249	28	
14-Jun	Calls	49	66	45	44	52	44	57	48	50	455	51	
	Calls per Day	11	15	10	10	12	10	13	11	11	103	11	
	Ctns Sold	1950	2410	2150	830	896	707	1388	1120	848	12299	1367	
	Ctns per Call	40	37	48	19	17	16	24	23	17	241	27	
21-Jun	Calls	47	78		52	53	43	41	50	50	414	46	
	Calls per Day	11	18		12	12	10	9	11	11	94	10	
	Ctns Sold	2128	2195		886	1692	605	1356	1636	671	11169	1241	
	Ctns per Call	45	28		17	32	14	33	33	13	216	24	
28-Jun	Calls												
	Calls per Day										0	0	
	Ctns Sold												
	Ctns per Call												
June Totals	Calls												
	Calls per day										0	0	
	Ctns												
	Ctns per Call												
	Mon. Coverage												
	# monthly calls												
	# doors contact												
	Retail Accounts												
Quarterly Totals	Accts not Cont												
	Calls										0	0	
	Calls per day												
	Ctns												
	Ctns per Call												
	Qtrly. Coverage												
	# Qtrly calls												
	Calls Penetrated												

## Sales Assignments

51853 0846

Week Ending	Employee	Nassau									
		Sorrentino	O'Hare	McCarthy	Segelke	Schiller	Connolly	Alese	Fusco	Reuter	Total Average
7-Jun	Calls	41	32	39		38	36	30	41	33	290 32
	Calls per Day	9	7	9		9	8	7	9	8	66 7
	Ctns Sold	1880	299	716		1072	1055	1512	1466	1278	9278 1031
	Ctns per Call	46	9	18		28	29	50	36	39	256 28
14-Jun	Calls	36	48	47		30	43	40	43	42	329 37
	Calls per Day	8	11	11		7	10	9	10	10	75 8
	Ctns Sold	1823	628	1469		2485	1974	1463	1817	2163	13822 1536
	Ctns per Call	51	13	31		83	46	37	42	52	354 39
21-Jun	Calls	25	39	44	17	35	53	36	39	29	317 35
	Calls per Day	6	9	10	4	8	12	8	9	7	72 8
	Ctns Sold	1526	453	1407	953	2758	1463	787	1437	667	11451 1272
	Ctns per Call	61	12	32	56	79	28	22	37	23	349 39
28-Jun	Calls										
	Calls per Day										0 0
	Ctns Sold										
	Ctns per Call										
June Totals	Calls										
	Calls per day										0 0
	Ctns										
	Ctns per Call										
	Mon. Coverage										
	# monthly calls										
	# doors contact										
	Retail Accounts										
	Accts not Cont										
Quarterly Totals	Calls										
	Calls per day										0 0
	Ctns										
	Ctns per Call										
	Qtry. Coverage										
	# Qtry calls										
	Calls Penetrated										

## Sales Assignments

51853 0847

Week Ending	Employee	Manhattan							
		Gralla	Lustig	Fonseca	Domingue	Cohen	Fabris	Total	Average
7-Jun	Calls	31	29	37	22	23	32	174	29
	Calls per Day	7	7	8	5	5	7	40	7
	Ctns Sold	436	893	546	1045	57	523	3500	583
	Ctns per Call	14	31	15	48	2	16	126	21
14-Jun	Calls	57	60	89	70	77	44	397	66
	Calls per Day	13	14	20	16	18	10	90	15
	Ctns Sold	192	111	113	290	192	462	1360	227
	Ctns per Call	3	2	1	4	2	11	24	4
21-Jun	Calls	57	39	42	72	47	29	286	48
	Calls per Day	13	9	10	16	11	7	65	11
	Ctns Sold	144	82	44	1253	24	317	1864	311
	Ctns per Call	3	2	1	17	1	11	35	6
28-Jun	Calls								
	Calls per Day							0	
	Ctns Sold								
	Ctns per Call								
June Totals	Calls								
	Calls per day							0	
	Ctns								
	Ctns per Call								
	Mon. Coverage								
	# monthly calls								
	# doors contact								
	Retail Accounts								
	Accts not Cont								
Quarterly Totals	Calls								
	Calls per day							0	
	Ctns								
	Ctns per Call								
	Qtrly. Coverage								
	# Qtrly calls								
	Calls Penetrated								

Blitz

Week Ending		Jersey City		North Jersey		Queens		Brooklyn		Manhattan		Region	
		Total	Average	Total	Average	Total	Average	Total	Average	Total	Average	Total	Average
7-Jun	Calls	180	36	95	19	251	42	139	46	139	28	804	35
	Calls per Day	41	8	22	4	57	10	32	11	32	6	183	8
	Ctns Sold	1725	345	1540	308	2224	371	717	239	355	71	6561	285
	Ctns per Call	39	8	54	11	51	9	15	5	10	2	171	7
14-Jun	Calls	152	30	59	12	292	49	137	46	236	47	876	38
	Calls per Day	35	7	13	3	66	11	31	10	48	10	193	8
	Ctns Sold	1430	286	1029	206	2466	411	544	181	148	30	5617	244
	Ctns per Call	36	7	62	12	52	9	12	4	3	1	165	7
21-Jun	Calls	185	37	118	24	297	50	169	56	222	44	991	43
	Calls per Day	42	8	27	5	68	11	38	13	38	8	213	9
	Ctns Sold	2495	499	2128	426	2569	428	851	284	113	23	8156	355
	Ctns per Call	62	12	74	15	51	9	16	5	2	0	205	9
28-Jun	Calls												
	Calls per Day												
	Ctns Sold												
	Ctns per Call												
June Totals	Calls												
	Calls per day												
	Ctns												
	Ctns per Call												
	Mon. Coverage												
	# monthly calls												
	# doors contacted												
	Retail Accts												
	Accts not Contacted												
Quarterly Totals	Calls												
	Calls per day												
	Ctns												
	Ctns per Call												
	Qtr Coverage												
	# Qtr calls												
	Calls Penetrated												

## Territory Assignments

51853 0849

Week Ending	Jersey City								North Jersey						
	Employee	Perez	Meeker	Cole	Yale	Cleerdin	Total	Average	Lesniew	Cobucci	Impellizzeri	Vacant	Heiler	Total	Average
7-Jun	Calls	50	51		43	36	180	36		33	18	31	13	95	19
	Calls per Day	11	12		10	8	41	8		8	4	7	3	22	4
	Ctns Sold	183	643		433	466	1725	345		586	105	771	78	1540	308
	Ctns per Call	4	13		10	13	39	8		18	6	25	6	54	11
14-Jun	Calls	32	54		27	39	152	30	5	19	24		11	59	12
	Calls per Day	7	12		6	9	35	7	1	4	5		3	13	3
	Ctns Sold	248	589		147	446	1430	286	61	501	379		88	1029	206
	Ctns per Call	8	11		5	11	36	7	12	26	16		8	62	12
21-Jun	Calls	47	51		57	30	185	37	8	38	47		25	118	24
	Calls per Day	11	12		13	7	42	8	2	9	11		6	27	5
	Ctns Sold	221	716		519	1039	2495	499	190	770	887		281	2128	426
	Ctns per Call	5	14		9	35	62	12	24	20	19		11	74	15
28-Jun	Calls														
	Calls per Day							0							0
	Ctns Sold														
	Ctns per Call														
June Totals	Calls														
	Calls per day														
	Ctns														
	Ctns per Call														
	Mon. Coverage														
	# monthly calls														
	# doors contacted														
	Retail Accts														
	Accts not Contacted														
Quarterly Totals	Calls														
	Calls per day							0							0
	Ctns														
	Ctns per Call														
	Qtr Coverage														
	# Qtr calls														
	Calls Penetrated														



## Territory / Assignments

51853 0850

Week Ending	Brooklyn						Queens							
	Employee	Finklestein	Soto	Watson	Total	Average	Weinman	Backer	Cafaro	Smith	Colon	Ferrick	Total	Average
7-Jun	Calls	45	20	74	139	46	47	40	48	40	32	44	251	42
	Calls per Day	10	5	17	32	11	11	9	11	9	7	10	57	10
	Ctns Sold	198	95	424	717	239	728	460	440	201	154	241	2224	371
	Ctns per Call	4	5	6	15	5	15	12	9	5	5	5	51	9
14-Jun	Calls	34	38	65	137	46	53	45	46	54	55	39	292	49
	Calls per Day	8	9	15	31	10	12	10	10	12	13	9	66	11
	Ctns Sold	135	154	255	544	181	584	433	420	328	221	480	2466	411
	Ctns per Call	4	4	4	12	4	11	10	9	6	4	12	52	9
21-Jun	Calls	53	38	78	169	56	57	46	48	49	56	41	297	50
	Calls per Day	12	9	18	38	13	13	10	11	11	13	9	68	11
	Ctns Sold	316	212	323	851	284	496	663	405	372	507	126	2569	428
	Ctns per Call	6	6	4	16	5	9	14	8	8	9	3	51	9
28-Jun	Calls													
	Calls per Day					0								0
	Ctns Sold													
	Ctns per Call													
June Totals	Calls													
	Calls per day													
	Ctns													
	Ctns per Call													
	Mon. Coverage													
	# monthly calls													
	# doors contacted													
	Retail Accts													
Quarterly Totals	Accts not Contacted													
	Calls													
	Calls per day					0								0
	Ctns													
	Ctns per Call													
	Qtr Coverage													
	# Qtr calls													
	Calls Penetrated													

## Territory / assignments

51853 0851

Week Ending	Manhattan							
	Employee	Lantigua	Thompson	Kim	Lesler	Milillo	Total	Average
7-Jun	Calls	37	35	40	27		139	28
	Calls per Day	8	8	9	6		32	6
	Ctns Sold	36	95	128	96		355	71
	Ctns per Call	1	3	3	4		10	2
14-Jun	Calls	55	66	57	31	27	236	47
	Calls per Day	13	15	13	7		48	10
	Ctns Sold		15	133			148	30
	Ctns per Call		0	2			3	1
21-Jun	Calls	50	12	70	36	54	222	44
	Calls per Day	11	3	16	8		38	8
	Ctns Sold			93	20		113	23
	Ctns per Call			1	1		2	0
28-Jun	Calls							
	Calls per Day							
	Ctns Sold							
	Ctns per Call							
June Totals	Calls							
	Calls per day							
	Ctns							
	Ctns per Call							
	Mon. Coverage							
	# monthly calls							
	# doors contacted							
	Retail Accts							
	Accts not Contacted							
Quarterly Totals	Calls							
	Calls per day							
	Ctns							
	Ctns per Call							
	Qtr Coverage							
	# Qtr calls							
	Calls Penetrated							

## Summary RR

51853 0852

Week Ending		Total	Average	Total	Average	Total	Average	Total	Average	Total	Average
7-Jun	Calls	347	35	290	26	170	17	292	27	1099	27
	Calls per Day	79	8	66	6	39	4	66	6	250	6
	Order Bk Sales	411	41	357	32	1601	160	601	55	2970	72
	Div POS/PDI										
14-Jun	Calls	397	40	327	30	222	22	319	29	1265	31
	Calls per Day	90	9	74	7	50	5	73	7	288	7
	Order Bk Sales	360	36	407	37	1592	159	501	46	2860	70
	Div POS/PDI										
21-Jun	Calls	423	42	368	33	216	22	329	30	1336	33
	Calls per Day	96	10	84	8	49	5	75	7	304	7
	Order Bk Sales	394	39	773	70	1269	127	53	5	2489	61
	Div POS/PDI										
28-Jun	Calls										
	Calls per Day										
	Order Bk Sales										
	Div POS/PDI										
June Totals	Calls										
	Calls per day										
	Orderbook Sales										
	Div POS/PDI										
	Mon. Coverage										
	# monthly calls										
Quarterly Totals	Accts not contacted										
	Calls										
	Calls per day										
	Orderbook Sales										
	Div POS/PDI										
	Qtr Coverage										
	# calls Qtrly	#REF!	#REF!							#REF!	#REF!
	Accts not contacted										

REPREC2.XLS

## Retail Assignments

51853 0853

Week Ending	Employee	Yonkers										Total	Average
		Hayes	McGowen	Kantharia	Kurtz	Rodriguez	Torres	McCarthy	DeSapio	Reidy	Piotrowski		
7-Jun	Calls	38	41	30	43	55	36	30	46	28		347	35
	Calls per Day	9	9	7	10	13	8	7	10	6		79	8
	Order Bk Sales	274							114	23		411	41
	Div POS/PDI												
14-Jun	Calls	41	44	83	18	29	43	56	37	36	10	397	40
	Calls per Day	9	10	19	4	7	10	13	8	8	2	90	9
	Order Bk Sales	36	28	47					198	51		360	36
	Div POS/PDI												
21-Jun	Calls	40	38	81	50	38	40	29	41	39	27	423	42
	Calls per Day	9	9	18	11	9	9	7	9	9	6	96	10
	Order Bk Sales	29	10				7		144	26	178	394	39
	Div POS/PDI												
28-Jun	Calls												
	Calls per Day												
	Order Bk Sales												
	Div POS/PDI												
June Totals	Calls												
	Calls per day												
	Orderbook Sales												
	Div POS/PDI												
	Mon. Coverage												
	# monthly calls												
	Accts not contacted												
Quarterly Totals	Calls												
	Calls per day												
	Orderbook Sales												
	Div POS/PDI												
	Qtr Coverage												
	# calls Qtrly												
	Accts not contacted												

## Retail Arrangements

51853 0854

Week Ending	Employee	Nassau											Total	Average
		Romano	Bochicchio	Marner	Plizak	Vacant	Gumbs	Sowers	Zarcone	Morris	Vacant	Burgess		
7-Jun	Calls	35	45	42	35		35	15	37	39		7	290	26
	Calls per Day	8	10	10	8		8	3	8	9		2	66	6
	Order Bk Sales	165	40	60			15		77				357	32
	Div POS/PDI													
14-Jun	Calls	29	45	43	33		45	40	40	39		13	327	30
	Calls per Day	7	10	10	8		10	9	9	9		3	74	7
	Order Bk Sales	80	70		26				113			118	407	37
	Div POS/PDI													
21-Jun	Calls	43	49	42	44		44	26	40	44		36	368	33
	Calls per Day	10	11	10	10		10	6	9	10		8	84	8
	Order Bk Sales	107	101		108			5	67			385	773	70
	Div POS/PDI													
28-Jun	Calls													
	Calls per Day													
	Order Bk Sales													
	Div POS/PDI													
June Totals	Calls													
	Calls per day													
	Orderbook Sale													
	Div POS/PDI													
	Mon. Coverage													
	# monthly calls													
	Accts not contacted													
Quarterly Totals	Calls													
	Calls per day													
	Orderbook Sale													
	Div POS/PDI													
	Qtr Coverage													
	# calls Qtrly													
	Accts not contacted													

## Retail Assignments

51853 0855

Week Ending	Employee	North Jersey										Total	Average
		Rasp	DeLucci	Vacant	Chintala	Kish	Waxweiler	Vacant	Reyes	Sorkin	Zimmerman		
7-Jun	Calls	24	31		20	30	28			7	30	170	17
	Calls per Day	5	7		5	7	6			2	7	39	4
	Order Bk Sales	105	878			356				188	74	1601	160
	Div POS/PDI												
14-Jun	Calls	27	35		38	39	31			14	38	222	22
	Calls per Day	6	8		9	9	7			3	9	50	5
	Order Bk Sales	157	863		27	46	335				164	1592	159
	Div POS/PDI												
21-Jun	Calls	33	39		41	33	18		25		27	216	22
	Calls per Day	8	9		9	8	4		6		6	49	5
	Order Bk Sales	87	485		84	16	418		43		136	1269	127
	Div POS/PDI												
28-Jun	Calls												
	Calls per Day												0
	Order Bk Sales												
	Div POS/PDI												
June Totals	Calls												
	Calls per day												0
	Orderbook Sale												
	Div POS/PDI												
	Mon. Coverage												
	# monthly calls												
	Accts not contacted												
Quarterly Totals	Calls												
	Calls per day												0
	Orderbook Sale												
	Div POS/PDI												
	Qtr Coverage												
	# calls Qtrly												
	Accts not contacted												

## Retail Assignments

51853 0856

Week Ending	Employee	Queens											
		Pawar	Sganga	Ramkhiawa	Abramowitz	Hopkins	Washington	Vacant	Rivera	Corsini	Gaddis	Total	Average
7-Jun	Calls	41	31	42	43	30	29		28	18	30	292	27
	Calls per Day	9	7	10	10	7	7		6	4	7	66	6
	Order Bk Sales	98		503								601	55
	Div POS/PDI												
14-Jun	Calls	16	33	42	37	37	34		35	62	23	319	29
	Calls per Day	4	8	10	8	8	8		8	14	5	73	7
	Order Bk Sales	38		463								501	46
	Div POS/PDI												
21-Jun	Calls		41	40	40	37	42		35	42	52	329	30
	Calls per Day		9	9	9	8	10		8	10	12	75	7
	Order Bk Sales			53								53	5
	Div POS/PDI												
28-Jun	Calls												
	Calls per Day												0
	Order Bk Sales												
	Div POS/PDI												
June Totals	Calls												
	Calls per day												0
	Orderbook Sale												
	Div POS/PDI												
	Mon. Coverage												
	# monthly calls												
	Accts not contacted												
Quarterly Totals	Calls												
	Calls per day												0
	Orderbook Sale												
	Div POS/PDI												
	Qtr Coverage												
	# calls Qtrly												
	Accts not contacted												

51853 0857

Sales Assignments													Region		
													Nassau		
													Yonkers		
													Manhattan		
													Brooklyn		
													Queens		
													North Jersey		
													Jersey City		
													7-Jun		
													Calls		
118	30	103	26	283	47	251	36	174	29	315	35	290	32	1534	34
													Calls per Day		
27	7	23	6	64	11	57	8	40	7	72	8	66	7	349	8
													Ctns Sold		
8791	2198	4536	1134	11047	1841	6097	871	3500	583	9474	1053	9278	1031	52723	1172
													Ctns per Call		
308	77	165	41	264	44	172	25	126	21	249	28	256	28	1540	34
													14-Jun		
													Calls		
92	23	82	21	338	56	307	44	397	66	455	51	329	37	2000	44
													Calls per Day		
21	6	19	5	77	13	70	10	90	15	103	11	75	8	455	10
													Ctns Sold		
3946	987	6424	1356	11617	1936	6810	973	1360	227	12299	1367	13822	1536	55278	1228
													Ctns per Call		
127	32	234	58	206	34	158	23	24	4	241	27	354	39	1343	30
													21-Jun		
													Calls		
													Ctns per Day		
													Ctns Sold		
													Ctns per Call		
													28-Jun		
													Calls		
													Calls per Day		
													Ctns Sold		
													Ctns per Call		
													June		
													Totals		
													Calls per day		
													Ctns		
													Ctns per Call		
													Mon. Coverage		
													# monthly calls		
													# doors contacted		
													Retail Accounts		
													Accts. not Cont.		
													Quarterly		
													Calls		
													Calls per day		
													Ctns		
													Ctns per Call		
													Ctn Coverage		
													# City calls		
													Calls per day		



# Sales Assignments

Week Ending	Employee	Jersey City						North Jersey					
		Valderama	Dogali	Dabaghian	Martinez	Total	Average	Hasni	Kroll	Harrington	Cottrell	Total	Average
7-Jun	Calls	25	36	24	33	118	30	15	44	20	24	103	26
	Calls per Day	6	8	5	8	27	7	3	10	5	5	23	6
	Ctns Sold	3064	2775	1694	1258	8791	2198	545	2146	409	1436	4536	1134
	Ctns per Call	123	77	71	38	308	77	36	49	20	60	165	41
14-Jun	Calls	33	30		29	92	23	27	13	19	23	82	21
	Calls per Day	8	7		7	21	5	6	3	4	5	19	5
	Ctns Sold	1837	1596		513	3946	987	3089	384	552	1399	5424	1356
	Ctns per Call	56	53		18	127	32	114	30	29	61	234	58
21-Jun	Calls												
	Calls per Day					0	0					0	0
	Ctns Sold												
	Ctns per Call												
28-Jun	Calls												
	Calls per Day					0	0					0	0
	Ctns Sold												
	Ctns per Call												
June Totals	Calls												
	Calls per day						0					0	0
	Ctns												
	Ctns per Call												
	Mon. Coverage												
	# monthly calls												
	# doors contact												
	Retail Accounts												
Quarterly Totals	Accts not Cont												
	Calls												
	Calls per day					0	0					0	0
	Ctns												
	Ctns per Call												
	Qtrly. Coverage												
	# Qtrly calls												
	Calls Penetrated												

8580 85815

# Sales Assignments

Week Ending	Employee	Brooklyn									Queens							
		Krivoshey	Colclough	Lipson	Many	Gray	Acevedo	Hansen	Total	Average	Radtke	Li	Fazio	Cruz	Perskin	Azzara	Total	Average
7-Jun	Calls	42	36	32	26	46	45	24	251	36	50	76	68	28	24	37	283	47
	Calls per Day	10	8	7	6	10	10	5	57	8	11	17	15	6	5	8	64	11
	Ctns Sold	1062	490	750	604	1026	1346	819	6097	871	3257	1217	2116	1310	1333	1814	11047	1841
	Ctns per Call	25	14	23	23	22	30	34	172	25	65	16	31	47	56	49	264	44
14-Jun	Calls	43	43	54	38	40	45	44	307	44	66	74	70	47	24	57	338	56
	Calls per Day	10	10	12	9	9	10	10	70	10	15	17	16	11	5	13	77	13
	Ctns Sold	817	1285	630	489	1621	1289	679	6810	973	3135	1691	2630	1865	744	1552	11617	1936
	Ctns per Call	19	30	12	13	41	29	15	158	23	48	23	38	40	31	27	206	34
21-Jun	Calls																	
	Calls per Day								0	0							0	0
	Ctns Sold																	
	Ctns per Call																	
28-Jun	Calls																	
	Calls per Day								0	0							0	0
	Ctns Sold																	
	Ctns per Call																	
June Totals	Calls																	
	Calls per day									0							0	0
	Ctns																	
	Ctns per Call																	
	Mon. Coverage																	
	# monthly calls																	
	# doors contact																	
	Retail Accounts																	
Quarterly Totals	Accts not Cont																	
	Calls																	
	Calls per day									0							0	0
	Ctns																	
	Ctns per Call																	
	Qtrly. Coverage																	
	# Qtrly calls																	
	Calls Penetrated																	

6580 35819

# Sales Assignments

Week Ending	Employee	Yonkers										
		Haynes	Wendelke	King	O'Neil	Shilmoun	Defeo	Cosgrove	Santaniello	Frosina	Total	Average
7-Jun	Calls	46	41	31	45	54		8	45	45	315	35
	Calls per Day	10	9	7	10	12		2	10	10	72	8
	Ctns Sold	970	1640	1211	626	1370		273	2782	602	9474	1053
	Ctns per Call	21	40	39	14	25		34	62	13	249	28
14-Jun	Calls	49	66	45	44	52	44	57	48	50	455	51
	Calls per Day	11	15	10	10	12	10	13	11	11	103	11
	Ctns Sold	1950	2410	2150	830	896	707	1388	1120	848	12299	1367
	Ctns per Call	40	37	48	19	17	16	24	23	17	241	27
21-Jun	Calls											
	Calls per Day										0	0
	Ctns Sold											
	Ctns per Call											
28-Jun	Calls											
	Calls per Day										0	0
	Ctns Sold											
	Ctns per Call											
June Totals	Calls											
	Calls per day										0	0
	Ctns											
	Ctns per Call											
	Mon. Coverage											
	# monthly calls											
	# doors contact											
	Retail Accounts											
Quarterly Totals	Accts not Cont											
	Calls											
	Calls per day										0	0
	Ctns											
	Ctns per Call											
	Qtrly. Coverage											
	# Qtrly calls											
	Calls Penetrated											

0980 85815

# Sales Assignments

Week Ending	Employee	Nassau										
		Sorrentino	O'Hare	McCarthy	Segelke	Schiller	Connolly	Alese	Fusco	Reuter	Total	Average
7-Jun	Calls	41	32	39		38	36	30	41	33	290	32
	Calls per Day	9	7	9		9	8	7	9	8	66	7
	Ctns Sold	1880	299	716		1072	1055	1512	1466	1278	9278	1031
	Ctns per Call	46	9	18		28	29	50	36	39	256	28
14-Jun	Calls	36	48	47		30	43	40	43	42	329	37
	Calls per Day	8	11	11		7	10	9	10	10	75	8
	Ctns Sold	1823	628	1469		2485	1974	1463	1817	2163	13822	1536
	Ctns per Call	51	13	31		83	46	37	42	52	354	39
21-Jun	Calls											
	Calls per Day										0	0
	Ctns Sold											
	Ctns per Call											
28-Jun	Calls											
	Calls per Day										0	0
	Ctns Sold											
	Ctns per Call											
June Totals	Calls											
	Calls per day										0	0
	Ctns											
	Ctns per Call											
	Mon. Coverage											
	# monthly calls											
	# doors contact											
	Retail Accounts											
	Accts not Cont											
Quarterly Totals	Calls											
	Calls per day										0	0
	Ctns											
	Ctns per Call											
	Qtrly. Coverage											
	# Qtrly calls											
	Calls Penetrated											

## Sales Assignments

Week Ending	Employee	Manhattan							
		Gralla	Lustig	Fonseca	Domingue	Cohen	Fabris	Total	Average
7-Jun	Calls	31	29	37	22	23	32	174	29
	Calls per Day	7	7	8	5	5	7	40	7
	Ctns Sold	436	893	546	1045	57	523	3500	583
	Ctns per Call	14	31	15	48	2	16	126	21
14-Jun	Calls	57	60	89	70	77	44	397	66
	Calls per Day	13	14	20	16	18	10	90	15
	Ctns Sold	192	111	113	290	192	462	1360	227
	Ctns per Call	3	2	1	4	2	11	24	4
21-Jun	Calls								
	Calls per Day							0	
	Ctns Sold								
	Ctns per Call								
28-Jun	Calls								
	Calls per Day							0	
	Ctns Sold								
	Ctns per Call								
June Totals	Calls								
	Calls per day							0	
	Ctns								
	Ctns per Call								
	Mon. Coverage								
	# monthly calls								
	# doors contact								
	Retail Accounts								
	Accts not Cont								
Quarterly Totals	Calls								
	Calls per day							0	
	Ctns								
	Ctns per Call								
	Qtrly. Coverage								
	# Qtrly calls								
	Calls Penetrated								

2980 ES815

## Summary TR

Week Ending		Jersey City		North Jersey		Queens		Brooklyn		Manhattan		Region	
		Total	Average	Total	Average	Total	Average	Total	Average	Total	Average	Total	Average
7-Jun	Calls	180	36	95	19	251	42	139	46	139	28	804	35
	Calls per Day	41	8	22	4	57	10	32	11	32	6	183	8
	Ctns Sold	1725	345	1540	308	2224	371	717	239	355	71	6561	285
	Ctns per Call	39	8	54	11	51	9	15	5	10	2	171	7
14-Jun	Calls	152	30	59	12	292	49	137	46	236	47	876	38
	Calls per Day	35	7	13	3	66	11	31	10	48	10	193	8
	Ctns Sold	1430	286	1029	206	2466	411	544	181	148	30	5617	244
	Ctns per Call	36	7	62	12	52	9	12	4	3	1	165	7
21-Jun	Calls												
	Calls per Day												
	Ctns Sold												
	Ctns per Call												
28-Jun	Calls												
	Calls per Day												
	Ctns Sold												
	Ctns per Call												
June Totals	Calls												
	Calls per day												
	Ctns												
	Ctns per Call												
	Mon: Coverage												
	# monthly calls												
	# doors contacted												
	Retail Accts												
Quarterly Totals	Accts not Contacted												
	Calls												
	Calls per day												
	Ctns												
	Ctns per Call												
	Qtr Coverage												
	# Qtr calls												
	Calls Penetrated												

8980 85819

REPRECP2.XLS

## Territory Assignments

Week Ending	Jersey City								North Jersey						
	Employee	Perez	Meeker	Cole	Yale	Cleerdin	Total	Average	Lesniew	Cobucci	Impellizzer	Vacant	Heller	Total	Average
7-Jun	Calls	50	51		43	36	180	36		33	18	31	13	95	19
	Calls per Day	11	12		10	8	41	8		8	4	7	3	22	4
	Ctns Sold	183	643		433	466	1725	345		586	105	771	78	1540	308
	Ctns per Call	4	13		10	13	39	8		18	6	25	6	54	11
14-Jun	Calls	32	54		27	39	152	30	5	19	24		11	59	12
	Calls per Day	7	12		6	9	35	7	1	4	5		3	13	3
	Ctns Sold	248	589		147	446	1430	286	61	501	379		88	1029	206
	Ctns per Call	8	11		5	11	36	7	12	26	16		8	62	12
21-Jun	Calls														
	Calls per Day							0							0
	Ctns Sold														
	Ctns per Call														
28-Jun	Calls														
	Calls per Day							0							0
	Ctns Sold														
	Ctns per Call														
June Totals	Calls														
	Calls per day														
	Ctns														
	Ctns per Call														
	Mon. Coverage														
	# monthly calls														
	# doors contacted														
	Retail Accts														
Quarterly Totals	Accts not Contacted														
	Calls														
	Calls per day							0							0
	Ctns														
	Ctns per Call														
	Qtr Coverage														
	# Qtr calls														
	Calls Penetrated														

51853 0864

## Territory Assignments

Week Ending	Employee	Brooklyn					Queens							
		Finklestein	Soto	Watson	Total	Average	Weinman	Backer	Cafaro	Smith	Colon	Ferrick	Total	Average
7-Jun	Calls	45	20	74	139	46	47	40	48	40	32	44	251	42
	Calls per Day	10	5	17	32	11	11	9	11	9	7	10	57	10
	Ctns Sold	198	95	424	717	239	728	460	440	201	154	241	2224	371
	Ctns per Call	4	5	6	15	5	15	12	9	5	5	5	51	9
14-Jun	Calls	34	38	65	137	46	53	45	46	54	55	39	292	49
	Calls per Day	8	9	15	31	10	12	10	10	12	13	9	66	11
	Ctns Sold	135	154	255	544	181	584	433	420	328	221	480	2466	411
	Ctns per Call	4	4	4	12	4	11	10	9	6	4	12	52	9
21-Jun	Calls													
	Calls per Day					0								0
	Ctns Sold													
	Ctns per Call													
28-Jun	Calls													
	Calls per Day					0								0
	Ctns Sold													
	Ctns per Call													
June Totals	Calls													
	Calls per day													
	Ctns													
	Ctns per Call													
	Mon. Coverage													
	# monthly calls													
	# doors contacted													
	Retail Accts													
Quarterly Totals	Accts not Contacted													
	Calls													
	Calls per day					0								0
	Ctns													
	Ctns per Call													
	Qtr Coverage													
	# Qtr calls													
	Calls Penetrated													

5980 55815



# Territory Assignments

Week Ending	Manhattan							
	Employee	Lantigua	Thompson	Kim	Lesler	Militello	Total	Average
7-Jun	Calls	37	35	40	27		139	28
	Calls per Day	8	8	9	6		32	6
	Ctns Sold	36	95	128	96		355	71
	Ctns per Call	1	3	3	4		10	2
14-Jun	Calls	55	66	57	31	27	236	47
	Calls per Day	13	15	13	7		48	10
	Ctns Sold		15	133			148	30
	Ctns per Call		0	2			3	1
21-Jun	Calls							
	Calls per Day							
	Ctns Sold							
	Ctns per Call							
28-Jun	Calls							
	Calls per Day							
	Ctns Sold							
	Ctns per Call							
June Totals	Calls							
	Calls per day							
	Ctns							
	Ctns per Call							
	Mon. Coverage							
	# monthly calls							
	# doors contacted							
	Retail Accts							
Quarterly Totals	Accts not Contacted							
	Calls							
	Calls per day							
	Ctns							
	Ctns per Call							
	Qtr Coverage							
	# Qtr calls							
	Calls Penetrated							

51853 0866

## Summary RR

Week Ending		Nassau		Suffolk		Orange		Region	
		Total	Average	Total	Average	Total	Average	Total	Average
7-Jun	Calls	347	35	290	26	170	17	292	27
	Calls per Day	79	8	66	6	39	4	66	6
	Order Bk Sales	411	41	357	32	1601	160	601	55
	Div POS/PDI								
14-Jun	Calls	397	40	327	30	222	22	319	29
	Calls per Day	90	9	74	7	50	5	73	7
	Order Bk Sales	360	36	407	37	1592	159	501	46
	Div POS/PDI								
21-Jun	Calls								
	Calls per Day								
	Order Bk Sales								
	Div POS/PDI								
28-Jun	Calls								
	Calls per Day								
	Order Bk Sales								
	Div POS/PDI								
June Totals	Calls								
	Calls per day								
	Orderbook Sales								
	Div POS/PDI								
	Mon. Coverage								
	# monthly calls								
Quarterly Totals	Accts not contacted								
	Calls								
	Calls per day								
	Orderbook Sales								
	Div POS/PDI								
	Qtr Coverage								
	# calls Qtrly	#REF!	#REF!					#REF!	#REF!
	Accts not contacted								

# Retail Assignments

Week Ending	Employee	Yonkers										Total	Average
		Hayes	McGowen	Kantharia	Kurtz	Rodriguez	Torres	McCarthy	DeSapio	Reidy	Piotrowski		
7-Jun	Calls	38	41	30	43	55	36	30	46	28		347	35
	Calls per Day	9	9	7	10	13	8	7	10	6		79	8
	Order Bk Sales	274							114	23		411	41
	Div POS/PDI												
14-Jun	Calls	41	44	83	18	29	43	56	37	36	10	397	40
	Calls per Day	9	10	19	4	7	10	13	8	8	2	90	9
	Order Bk Sales	36	28	47					198	51		360	36
	Div POS/PDI												
21-Jun	Calls												
	Calls per Day												
	Order Bk Sales												
	Div POS/PDI												
28-Jun	Calls												
	Calls per Day												
	Order Bk Sales												
	Div POS/PDI												
June Totals	Calls												
	Calls per day												
	Orderbook Sales												
	Div POS/PDI												
	Mon. Coverage												
	# monthly calls												
	Accts not contacted												
Quarterly Totals	Calls												
	Calls per day												
	Orderbook Sales												
	Div POS/PDI												
	Qtr Coverage												
	# calls Qtrly												
	Accts not contacted												

8980 88815

# Retail Assignments

Week Ending	Employee	Nassau												
		Romano	Bochicchio	Mamer	Plizak	Vacant	Gumbs	Sowers	Zarcone	Morris	Vacant	Burgess	Total	Average
7-Jun	Calls	35	45	42	35		35	15	37	39		7	290	26
	Calls per Day	8	10	10	8		8	3	8	9		2	66	6
	Order Bk Sales	165	40	60			15		77				357	32
	Div POS/PDI													
14-Jun	Calls	29	45	43	33		45	40	40	39		13	327	30
	Calls per Day	7	10	10	8		10	9	9	9		3	74	7
	Order Bk Sales	80	70		26				113			118	407	37
	Div POS/PDI													
21-Jun	Calls													
	Calls per Day													
	Order Bk Sales													
	Div POS/PDI													
28-Jun	Calls													
	Calls per Day													
	Order Bk Sales													
	Div POS/PDI													
June Totals	Calls													
	Calls per day													
	Orderbook Sale													
	Div POS/PDI													
	Mon. Coverage													
	# monthly calls													
	Accts not contacted													
Quarterly Totals	Calls													
	Calls per day													
	Orderbook Sale													
	Div POS/PDI													
	Qtr Coverage													
	# calls Qtrly													
	Accts not contacted													

6980 88815

# Retail Assignments

Week Ending	Employee	North Jersey										Total	Average
		Rasp	DeLucci	Vacant	Chintala	Kish	Waxweiler	Vacant	Reyes	Sorkin	Zimmerman		
7-Jun	Calls	24	31		20	30	28			7	30	170	17
	Calls per Day	5	7		5	7	6			2	7	39	4
	Order Bk Sales	105	878			356				188	74	1601	160
	Div POS/PDI												
14-Jun	Calls	27	35		38	39	31			14	38	222	22
	Calls per Day	6	8		9	9	7			3	9	50	5
	Order Bk Sales	157	863		27	46	335				164	1592	159
	Div POS/PDI												
21-Jun	Calls												
	Calls per Day												0
	Order Bk Sales												
	Div POS/PDI												
28-Jun	Calls												
	Calls per Day												0
	Order Bk Sales												
	Div POS/PDI												
June Totals	Calls												
	Calls per day												0
	Orderbook Sale												
	Div POS/PDI												
	Mon. Coverage												
	# monthly calls												
	Accts not contacted												
Quarterly Totals	Calls												
	Calls per day												0
	Orderbook Sale												
	Div POS/PDI												
	Qtr Coverage												
	# calls Qtrly												
	Accts not contacted												

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# Retail Assignments

Week Ending	Employee	Queens										Total	Average
		Pawar	Sganga	Ramkhlawar	Abramowitz	Hopkins	Washington	Vacant	Rivera	Corsini	Gaddis		
7-Jun	Calls	41	31	42	43	30	29		28	18	30	292	27
	Calls per Day	9	7	10	10	7	7		6	4	7	66	6
	Order Bk Sales	98		503								601	55
	Div POS/PDI												
14-Jun	Calls	16	33	42	37	37	34		35	62	23	319	29
	Calls per Day	4	8	10	8	8	8		8	14	5	73	7
	Order Bk Sales	38		463								501	46
	Div POS/PDI												
21-Jun	Calls												
	Calls per Day												0
	Order Bk Sales												
	Div POS/PDI												
28-Jun	Calls												
	Calls per Day												0
	Order Bk Sales												
	Div POS/PDI												
June Totals	Calls												
	Calls per day												0
	Orderbook Sale												
	Div POS/PDI												
	Mon. Coverage												
	# monthly calls												
	Accts not contacted												
Quarterly Totals	Calls												
	Calls per day												0
	Orderbook Sale												
	Div POS/PDI												
	Qtr Coverage												
	# calls Qtrly												
	Accts not contacted												

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